

## IRAN PHARMA MARKET

Iran's total Pharma market has touched \$ 2300 million. As no reliable market studies are available, Market segmentation data is difficult. Approximate estimations believe that 50% of the market could be of generics. Iran has one of the largest production capacities of generic medicines in the Middle East and North Africa (MENA) region. Years of sanctions and the resulting distrust of foreign companies have ensured that local companies gain preferential access to government contracts, particularly in the production of generic drugs.

Pharmaceutical imports into Iran reached USD1.18bn in 2016, and despite the lifting of sanctions forecast show imports to decline for the remainder of 2017 before staging a rapid upswing in growth. By 2021, imports are expected to reach USD1.17bn, corresponding to a compound annual growth rate (CAGR) of -0.2%. Most of Iran's basic pharmaceutical needs in volume terms are manufactured locally; therefore the majority of the population was not affected by the inability to buy foreign-made pharmaceuticals. A WHO consultant who visited Iran under sanctions said it drew well on its domestic resources and became almost self-sufficient in generic drugs

Iran has over 200 pharmaceutical plants and about 80 factories producing the related raw materials. Several distribution and specialized import-export pharmaceutical companies are active across the country as well as in international markets. Iran also boasts around 30 producers of herbal medicines. Pharmaceutical companies in Iran are mainly focused on the production of generic medicines and copies of foreign products. The largest drug maker in Iran is currently Darou Pakhsh Pharmaceutical Manufacturing. Iran has local production satisfying more than 90% of the local demand in volume terms – but with a declining proportion in value (under 65%). Moreover, around 50% of all raw ingredients for pharmaceutical production by local companies are imported.

### Imports of Iran

Top Ten Importing Partners of \$ Million						
Rank	Country	2014	2015	2016	Gr%	Share%
1	Switzerland	146.14	225.58	259.90	15.21	19.68
2	Germany	307.38	241.38	242.17	0.33	18.33
3	France	189.19	187.89	191.78	2.07	14.52
4	Belgium	68.18	77.08	92.84	20.46	7.03
5	Austria	95.67	87.17	92.47	6.07	7.00
6	India	65.39	58.41	68.78	17.75	5.21
7	Netherlands	58.92	48.15	54.69	13.59	4.14
8	China	35.02	32.09	37.75	17.63	2.86
9	United Kingdom	28.89	33.40	34.96	4.67	2.65
10	Italy	38.49	34.51	33.76	-2.16	2.56
	World	1318.99	1226.55	1320.83	7.69	100.00

Source: UN comtrade

India's Pharmaceutical exports to IRAN \$ Million			
Category	2015-16	2016-17	2017-18
BULK DRUGS AND DRUG INTERMEDIATES	119.01	83.67	66.22
DRUG FORMULATIONS AND BIOLOGICALS	40.13	46.85	37.58
AYUSH	0.33	0.30	0.20
Herbal Products	2.67	3.46	2.12
Surgicals	3.20	3.58	5.02
Vaccines	15.16	22.48	12.90
Total	180.50	160.33	124.05